

# Business Results for the Fiscal Year Ended March 31, 2022

Sysmex Corporation  
Hisashi Ietsugu, Chairman and CEO  
May 13, 2022

## **Change in Accounting Policy**

- In the past, configuration or customization costs under cloud computing contracts were recorded as “other non-current assets.” However, based on the discussions leading to the IFRS Interpretations Committee’s agenda decision issued in April 2021, from the fiscal year ended March 31, 2022 the Company has changed its method of recognizing the costs of configuration or customization services in cloud computing contracts as an expense when these services are received. Accordingly, we have by retroactively adjusted the consolidated full-year and fourth-quarter figures for the fiscal years ended March 31, 2021 and 2022. (See pages 22 and 23 of the Appendix for a comparison of figures before and after the adjustment.)

## **Change in the Details of Information Provided, Beginning with This Presentation**

- Through the first nine months of the fiscal year ended March 31, 2022, slides showing information by destination indicated information on both a yen and local currency basis. From this presentation, for the full fiscal year ended March 31, 2022, we are showing information only on a local currency basis. Please refer to our financial data for information on a yen basis.

Sysmex Corporation and its Group companies (the Sysmex Group) adopted International Financial Reporting Standards (IFRS) in the fiscal year ended March 31, 2017. Figures are disclosed in compliance with IFRS.

This material contains forward-looking statements about the Sysmex Group. These forward-looking statements are based on the current judgments and assumptions of the Sysmex Group in light of the information currently available to it. Uncertainties inherent in such judgments and assumptions, the future course of our business operations and changes in operating environments both in Japan and overseas may cause our actual results, performance, achievements, or financial position to be materially different from any future results, performance, achievements or financial position either expressed or implied within these forward-looking statements.

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- Impact of the Change in Accounting Policy
- Q4 Business Results
- Results by Geographic Region

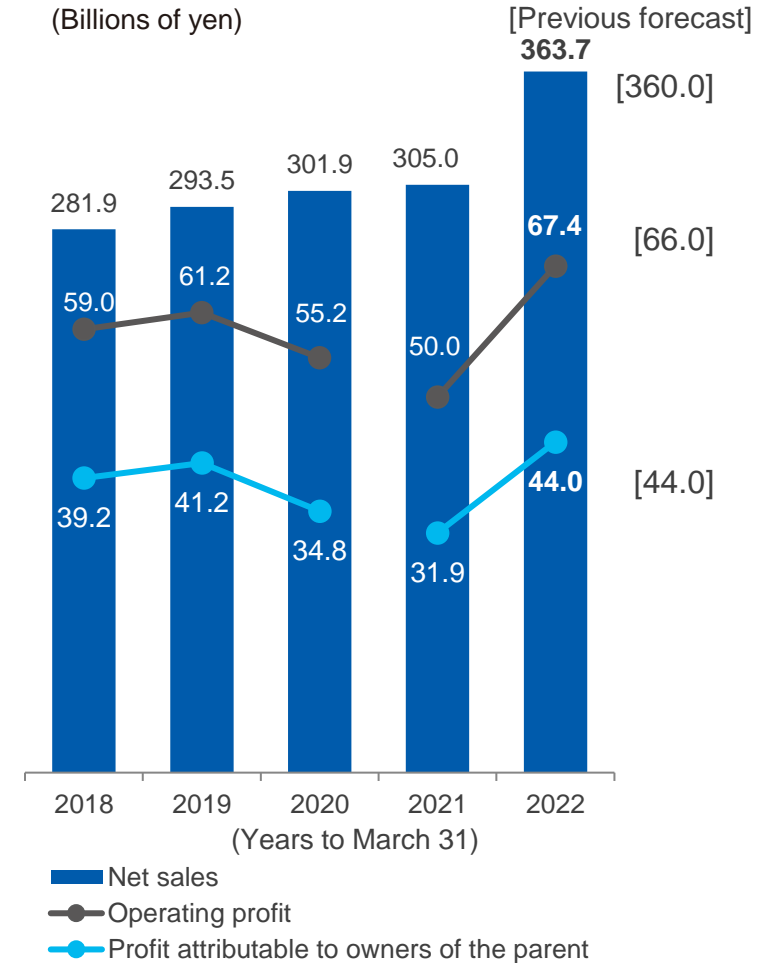
1.

# Financial Highlights for the Fiscal Year Ended March 31, 2022

# Financial Highlights: Net Sales and Operating Profit Reach Record Highs



(Billions of yen)	Fiscal year ended March 31, 2022		Fiscal year ended March 31, 2021		YoY (Previous period = 100%)	FX impact	
	Results	Ratio	Results	Ratio		Impact	YoY (excluding FX impact)
Net sales	<b>363.7</b>	<b>100%</b>	305.0	100%	<b>119.2%</b>	<b>+21.35</b>	<b>112.2%</b>
Cost of sales	<b>173.1</b>	<b>47.6%</b>	150.7	49.4%	<b>114.9%</b>	-	-
SG&A expenses	<b>94.2</b>	<b>25.9%</b>	82.6	27.1%	<b>114.1%</b>	-	-
R&D expenses	<b>26.7</b>	<b>7.4%</b>	22.5	7.4%	<b>119.0%</b>	-	-
Other income (expenses)	<b>(2.1)</b>	<b>(0.6)%</b>	0.8	0.3%	-	-	-
Operating profit	<b>67.4</b>	<b>18.5%</b>	50.0	16.4%	<b>134.8%</b>	<b>+9.18</b>	<b>116.4%</b>
Profit attributable to owners of the parent	<b>44.0</b>	<b>12.1%</b>	31.9	10.5%	<b>138.2%</b>	-	-



- **We achieved double-digit growth year on year and record levels of sales and profit.**

- ✓ **Net sales:** Net sales rose, benefiting from a number of factors: a recovery in testing demand, an alliance in the urinalysis field in North America, an increase in the number of areas in which we conduct direct sales, an increase in the installed instrument base, demand to strengthen healthcare infrastructures, and demand for COVID-19 testing.
- ✓ **Operating profit:** Operating profit also increased substantially due to a number of positive factors: higher sales and an improved cost of sales ratio lifted gross profit substantially, and the pandemic suppressed SG&A expenses.

- **Net sales, operating profit, and profit attributable to owners of the parent all met the forecasts we had revised upward in November.**

- **Changes in the external environment had little impact on performance.**

- ✓ Soaring raw material prices and shortages, rising logistics costs, rising geopolitical risks, Chinese city lockdowns, etc.

	Fiscal year ended March 31, 2022	Fiscal year ended March 31, 2021
1USD	<b>¥112.4</b>	¥106.1
1EUR	<b>¥130.6</b>	¥123.7
1CNY	<b>¥17.5</b>	¥15.7

# Breakdown of Net Sales (by Destination and Product Type)



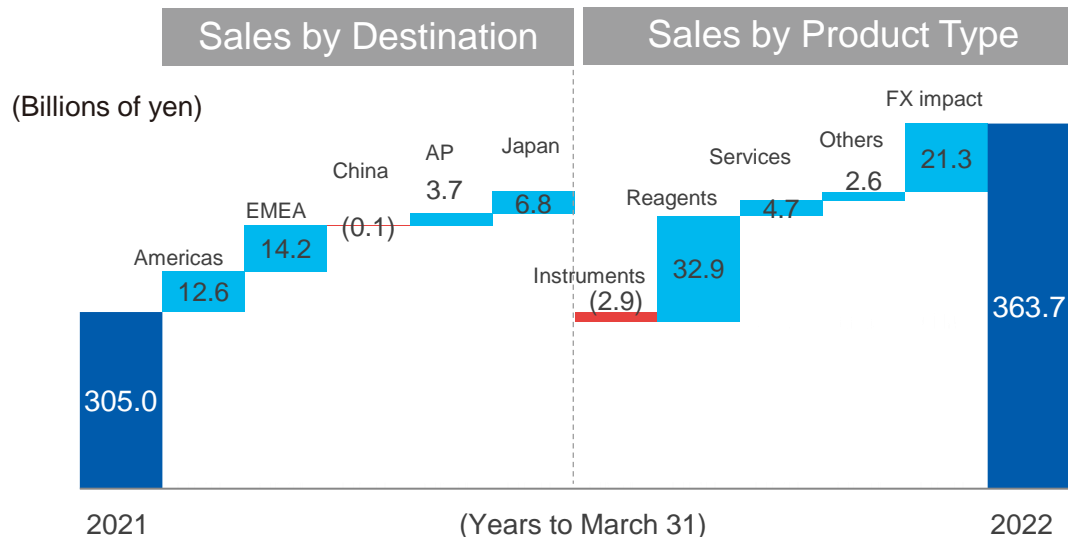
(Billions of yen)	Fiscal year ended March 31, 2022		Fiscal year ended March 31, 2021	
	Results	Ratio	Yen basis	Local currency basis
Net sales	<b>363.7</b>	<b>100.0%</b>	<b>119.2%</b>	<b>112.2%*</b>
Americas	<b>83.6</b>	<b>23.0%</b>	<b>127.0%</b>	<b>119.5%</b>
EMEA	<b>101.5</b>	<b>27.9%</b>	<b>123.6%</b>	<b>117.3%</b>
China	<b>93.3</b>	<b>25.7%</b>	<b>111.4%</b>	<b>99.9%</b>
AP	<b>29.6</b>	<b>8.1%</b>	<b>121.1%</b>	<b>115.2%*</b>
Japan	<b>55.6</b>	<b>15.3%</b>	<b>114.1%</b>	-

\* Year-on-year increase on a yen basis, excluding the impact of exchange rate fluctuations

Due to a recovery in testing demand and the impact of direct sales, reagent sales rose substantially.  
Double-digit sales growth in all regions except China.

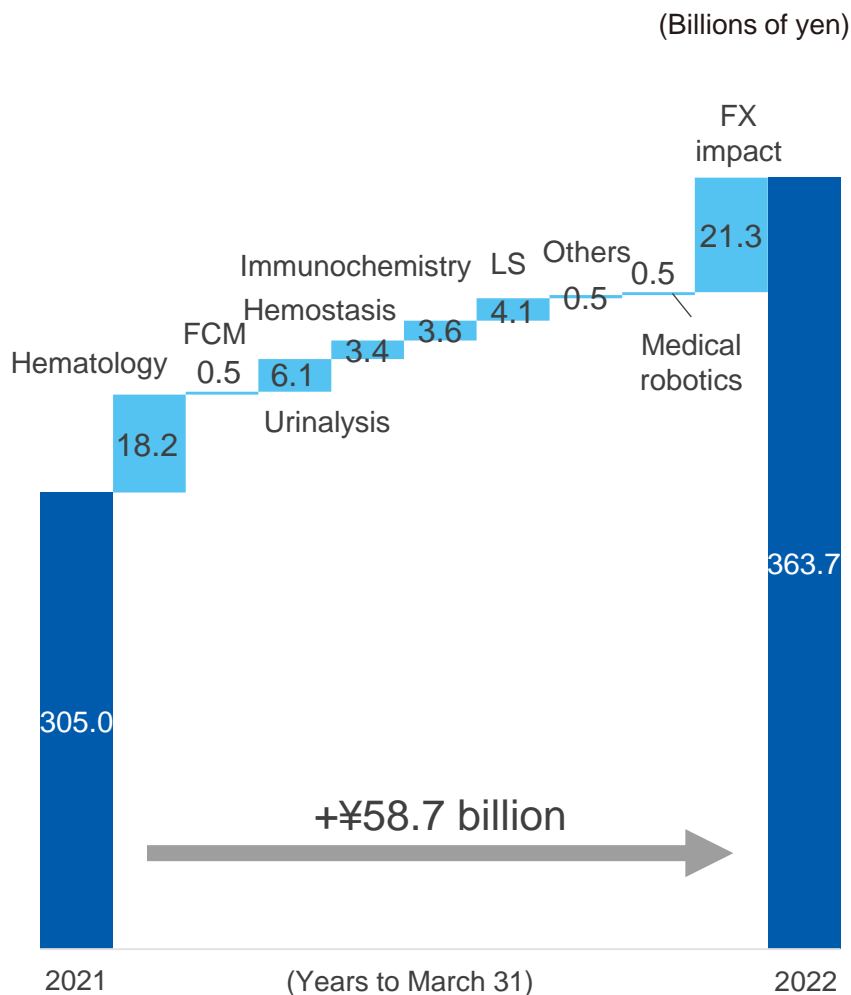
Note: Text in blue indicates new initiatives in the fiscal year ended March 31, 2022.

- Double-digit sales growth in all regions except China due to higher reagent sales
- Recovery in demand for hematology instruments in North America and growth in the urinalysis field by leveraging an alliance
- Growth due to expansion in the number of regions where we are conducting sales directly
  - ✓ Hematology: **Spain, Portugal**
  - ✓ Hemostasis: **Middle East, Turkey, Eastern Europe, Russia**
- Growth in hematology sales in India, which we are positioning as a priority market
- Winning of project tenders related to the strengthening of healthcare infrastructure
  - ✓ Eastern Europe, Russia, France, Indonesia, Thailand, etc.
- Rise in sales of testing related to COVID-19 (Japan, EMEA)
- **Full-fledged entry into the medical robotics business (Japan)**
- Positive impact of yen depreciation



# Breakdown of Net Sales (by Business)

## Sales by Business



Achieved double-digit growth in all major fields except hemostasis, which delivered solid performance in the previous fiscal year

(Billions of yen)	Fiscal year ended March 31, 2022		Fiscal year ended March 31, 2021	
	Results	Ratio	Yen basis	Excluding FX impact
Net sales	<b>363.7</b>	<b>100.0%</b>	<b>119.2%</b>	<b>112.2%</b>
Hematology	<b>210.3</b>	<b>57.8%</b>	<b>116.8%</b>	<b>110.1%</b>
FCM	<b>2.0</b>	<b>0.6%</b>	<b>142.7%</b>	<b>135.0%</b>
Urinalysis	<b>29.9</b>	<b>8.2%</b>	<b>137.1%</b>	<b>128.0%</b>
Hemostasis	<b>62.0</b>	<b>17.1%</b>	<b>114.3%</b>	<b>106.3%</b>
Immunochemistry	<b>20.4</b>	<b>5.6%</b>	<b>131.9%</b>	<b>123.8%</b>
Clinical chemistry	<b>2.9</b>	<b>0.8%</b>	<b>105.7%</b>	<b>101.1%</b>
Life science	<b>17.9</b>	<b>4.9%</b>	<b>138.1%</b>	<b>132.2%</b>
Others	<b>16.6</b>	<b>4.6%</b>	<b>108.6%</b>	<b>103.9%</b>
Diagnostics business	<b>362.4</b>	<b>99.6%</b>	<b>119.1%</b>	<b>112.1%</b>
Medical robotics business	<b>1.2</b>	<b>0.4%</b>	<b>167.1%</b>	<b>167.1%</b>

# Information by Destination (Americas)

(Million USD)	Fiscal year ended March 31, 2022	Fiscal year ended March 31, 2021	YoY (Previous period = 100%)	
			Local currency basis	Yen basis
Sales	<b>743.0</b>	621.7	<b>119.5%</b>	127.0%
Instruments	<b>204.3</b>	174.5	<b>117.1%</b>	124.5%
Reagents	<b>342.5</b>	279.2	<b>122.7%</b>	130.4%
Services, others	<b>196.2</b>	168.0	<b>116.8%</b>	123.8%

Due to the recovery following the COVID-19 impact, performance in the hematology field was solid, and North American sales in the urinalysis field rose, boosting sales.

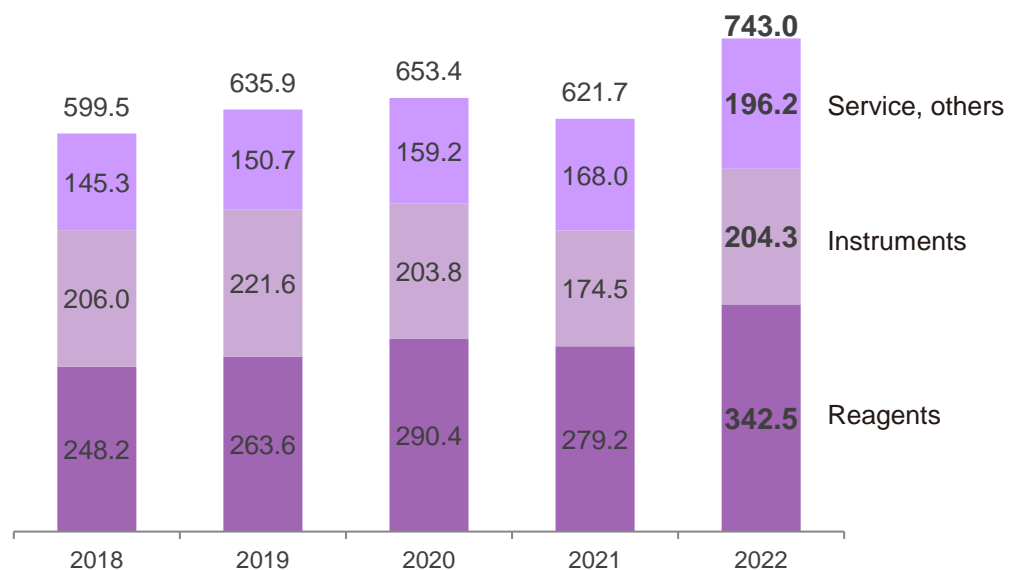
## ● Instruments

- ✓ A recovery following the impact of COVID-19 lifted sales in the hematology field.
- ✓ Higher sales in the urinalysis field in collaboration with Siemens Healthineers boosted sales in North America.

## ● Reagents

- ✓ A recovery in testing demand and higher instruments sales led to favorable reagent sales in the hematology field in North America, as well as Central and South America.
- ✓ In North America, business in urinalysis field expanded thanks to the introduction of Siemens Healthineers' urine chemistry analyzer and the transfer of customers. Also, our own installed instrument base increased.

Sales (Million USD)



(Years to March 31)



# Information by Destination (EMEA)

(Million EUR)	Fiscal year ended March 31, 2022	Fiscal year ended March 31, 2021	YoY (Previous period = 100%)	
			Local currency basis	Yen basis
Sales	<b>777.6</b>	663.1	<b>117.3%</b>	123.6%
Instruments	<b>196.6</b>	184.6	<b>106.5%</b>	112.6%
Reagents	<b>453.1</b>	370.3	<b>122.4%</b>	128.8%
Services, others	<b>128.0</b>	108.2	<b>118.3%</b>	124.6%

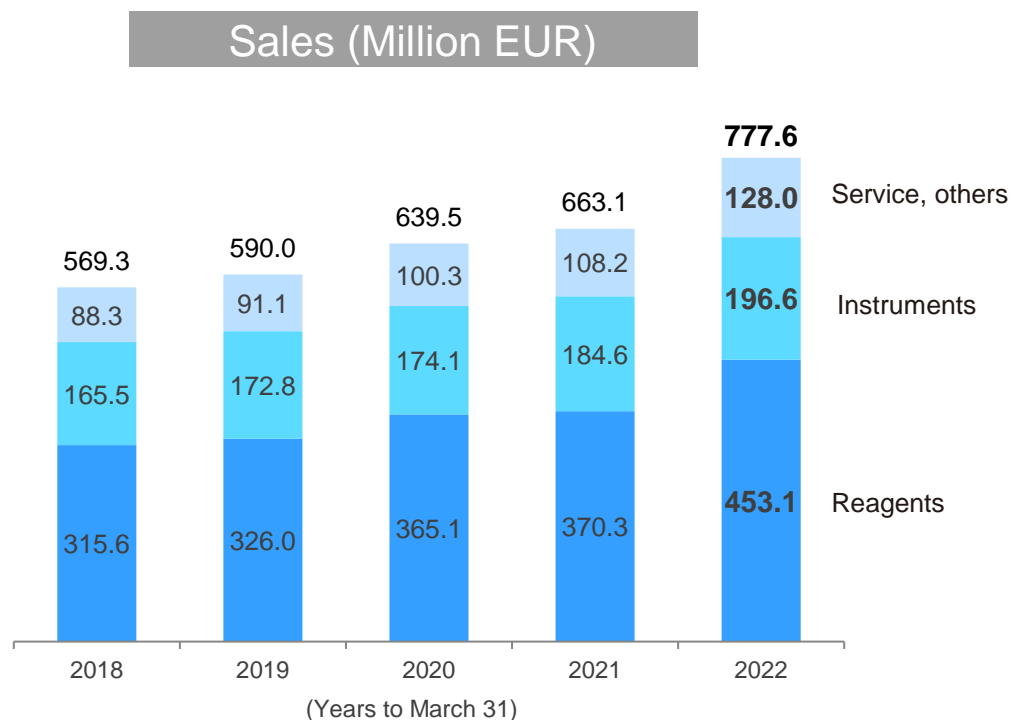
In addition to the effect of direct sales, sales rose significantly due to favorable sales of instruments and reagents stemming from a recovery from the COVID-19 impact.

## ● Instruments

- ✓ Sales in the hematology field rose due to favorable results in the direct-sales areas of Spain and Turkey, as well as the winning of tenders in Eastern Europe and Russia, where investment in healthcare infrastructure is active.
- ✓ In Turkey, direct sales in the hemostasis field were favorable, and urinalysis sales increased.

## ● Reagents

- ✓ Reagent sales grew substantially, owing to an increase in the installed instrument base and testing related to COVID-19.
- ✓ A recovery in testing demand led to substantially higher sales in the hematology, urinalysis and hemostasis fields.



# Information by Destination (China)

(Million CNY)	Fiscal year ended March 31, 2022	Fiscal year ended March 31, 2021	YoY (Previous period = 100%)	
			Local currency basis	Yen basis
Sales	<b>5,313.1</b>	5,318.5	<b>99.9%</b>	111.4%
Instruments	<b>1,151.3</b>	1,680.3	<b>68.5%</b>	76.4%
Reagents	<b>3,586.0</b>	3,127.2	<b>114.7%</b>	127.8%
Services, others	<b>575.8</b>	511.1	<b>112.7%</b>	126.0%

Sales in the region were flat year on year due to lower instrument sales, even though a recovery from the impact of COVID-19 led to favorable reagent sales.

## ● Instruments

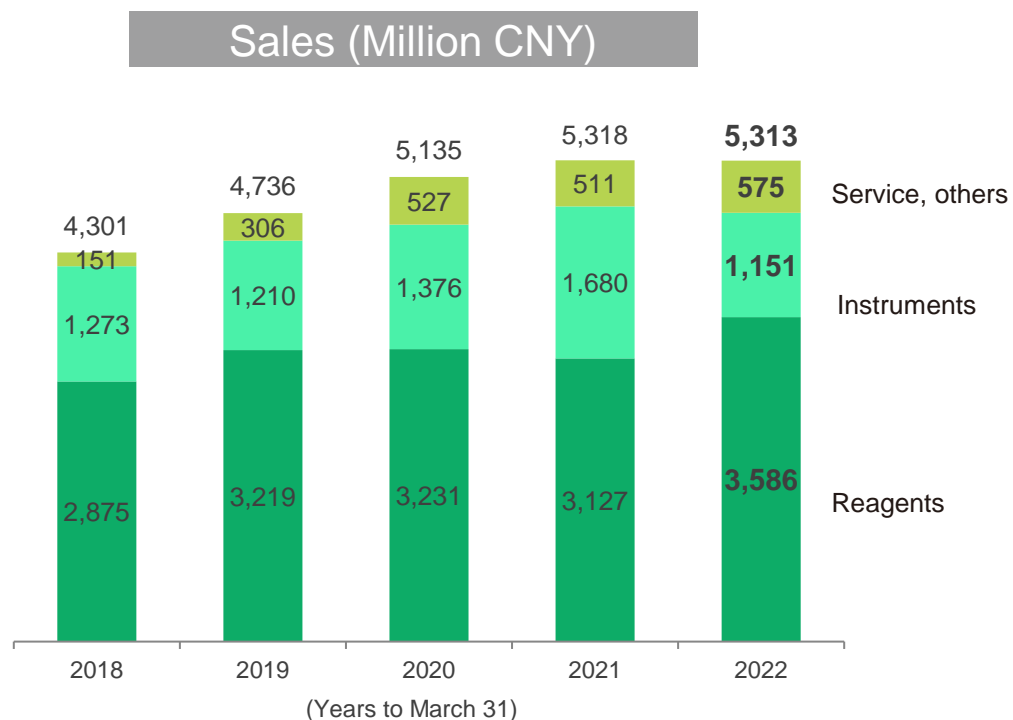
✓ In reaction to favorable performance due to investments in healthcare infrastructure in the previous year (in the urinalysis, hemostasis, and immunochemistry fields), sales were down due to the impact of our distributor in Shanghai\* and the impact of government procurement policies (delayed purchases).

\* In Q4, we completed the changeover from distributors in Shanghai to new distributors (March 31, 2022). (Previously, we had used these as multiple secondary distributors.)

## ● Reagents

✓ Sales rose, due to a recovery in testing demand and an increase in the installed instrument base in the hematology, urinalysis, and immunochemistry fields.

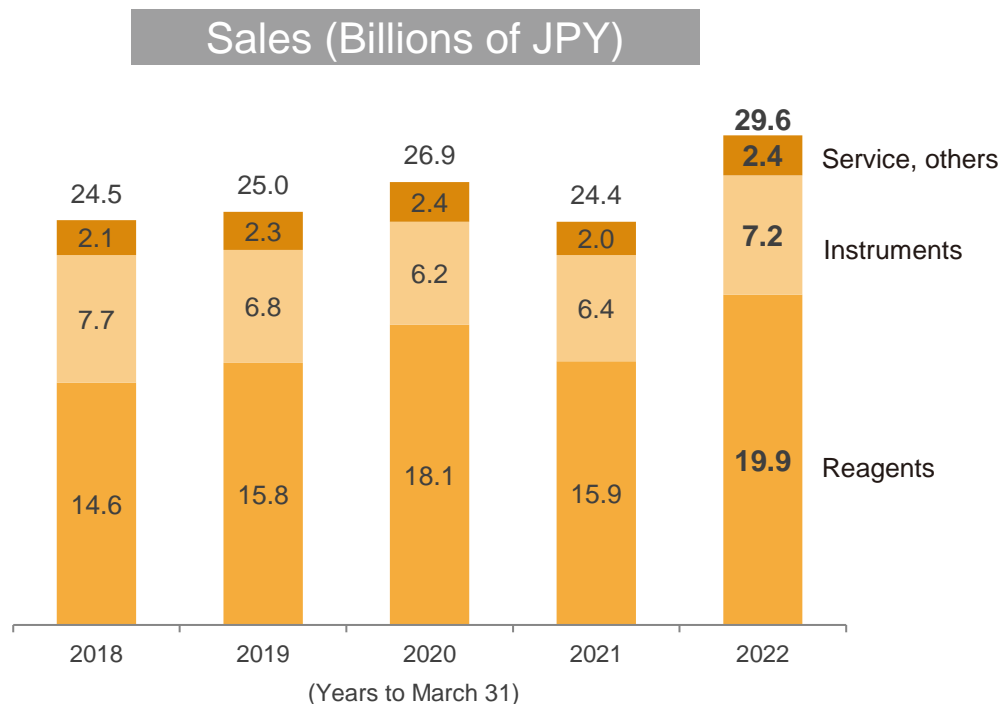
✓ Owing to ongoing COVID-19 infections, demand for tests to predict aggravation rose, pushing up sales in the hemostasis field.



# Information by Destination (AP)

(Billions of yen)	Fiscal year ended March 31, 2022	Fiscal year ended March 31, 2021	YoY (Previous period = 100%) Yen basis
Sales	<b>29.6</b>	24.4	<b>121.1%</b> (115.2%)
Instruments	<b>7.2</b>	6.4	<b>111.5%</b>
Reagents	<b>19.9</b>	15.9	<b>124.9%</b>
Services, others	<b>2.4</b>	2.0	<b>121.5%</b>

Note: Figures in parentheses exclude the impact of exchange rate fluctuations.



Sales grew by double digits, benefiting from a recovery following the COVID-19 impact and higher reagent sales stemming from a greater installed instrument base.

## ● Instruments

- ✓ Sales were favorable in the hematology field, centered on India and South Korea.
- ✓ In Thailand and other parts of Southeast Asia, sales increased in the urinalysis and hemostasis fields.

## ● Reagents

- ✓ In addition to a recovery in testing demand, sales grew thanks to an increase in the installed instrument based in the hematology, urinalysis, and immunochemistry fields, particularly in India.
- ✓ In Indonesia and South Korea, ongoing COVID-19 infections drove up demand for tests to predict aggravation and sales increased in the hemostasis field.

# Information by Destination (Japan)

(Billions of yen)	Fiscal year ended March 31, 2022	Fiscal year ended March 31, 2021	YoY (Previous period = 100%)  Yen basis
Sales	<b>55.6</b>	48.7	<b>114.1%</b>
Diagnostics business	<b>54.3</b>	47.9	<b>113.2%</b>
Instruments	<b>9.5</b>	9.7	<b>97.6%</b>
Reagents	<b>35.5</b>	29.5	<b>120.3%</b>
Services, others	<b>9.2</b>	8.7	<b>106.8%</b>
Medical robotics business	<b>1.2</b>	0.7	<b>167.1%</b>

Sales rose in the region, as testing demand recovered and an increase in the installed instrument base led to favorable sales of reagents. Sales in the medical robotics business also contributed.

## Diagnosics business

### ● Instruments

- ✓ Demand for testing related to COVID-19 boosted demand in the immunochemistry field, and sales were favorable in the urinalysis and life science fields.
- ✓ Despite progress in introducing the XR™-Series, sales were down in comparison with the previous year, which was affected by the winning of large tenders from commercial labs.

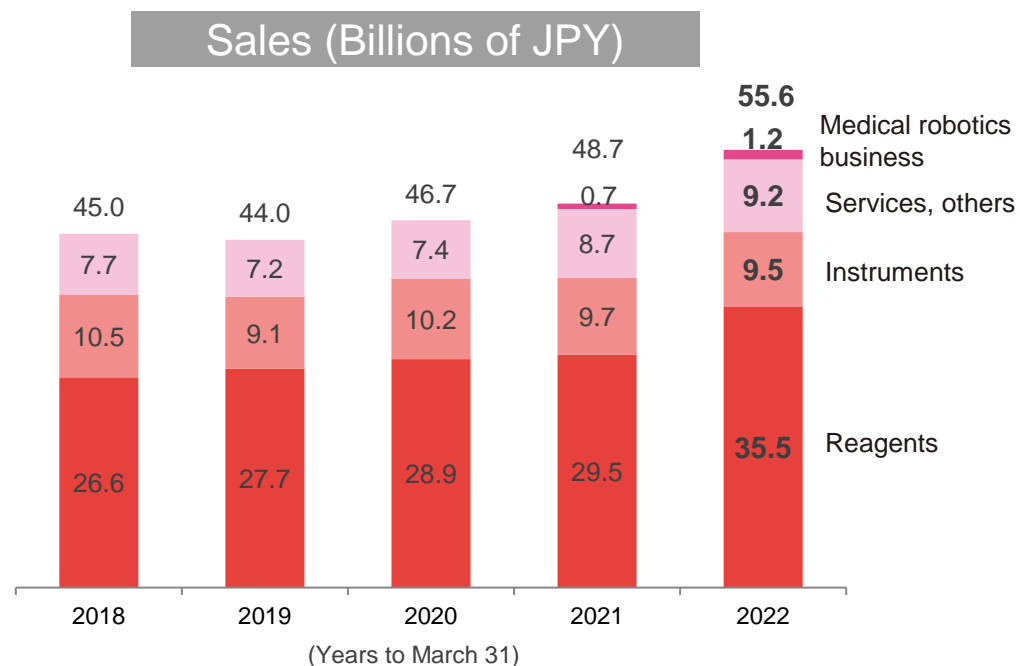
### ● Reagents

- ✓ Sales were up in all main fields, owing to a recovery in testing demand and sales from testing related to COVID-19.

## Medical robotics business

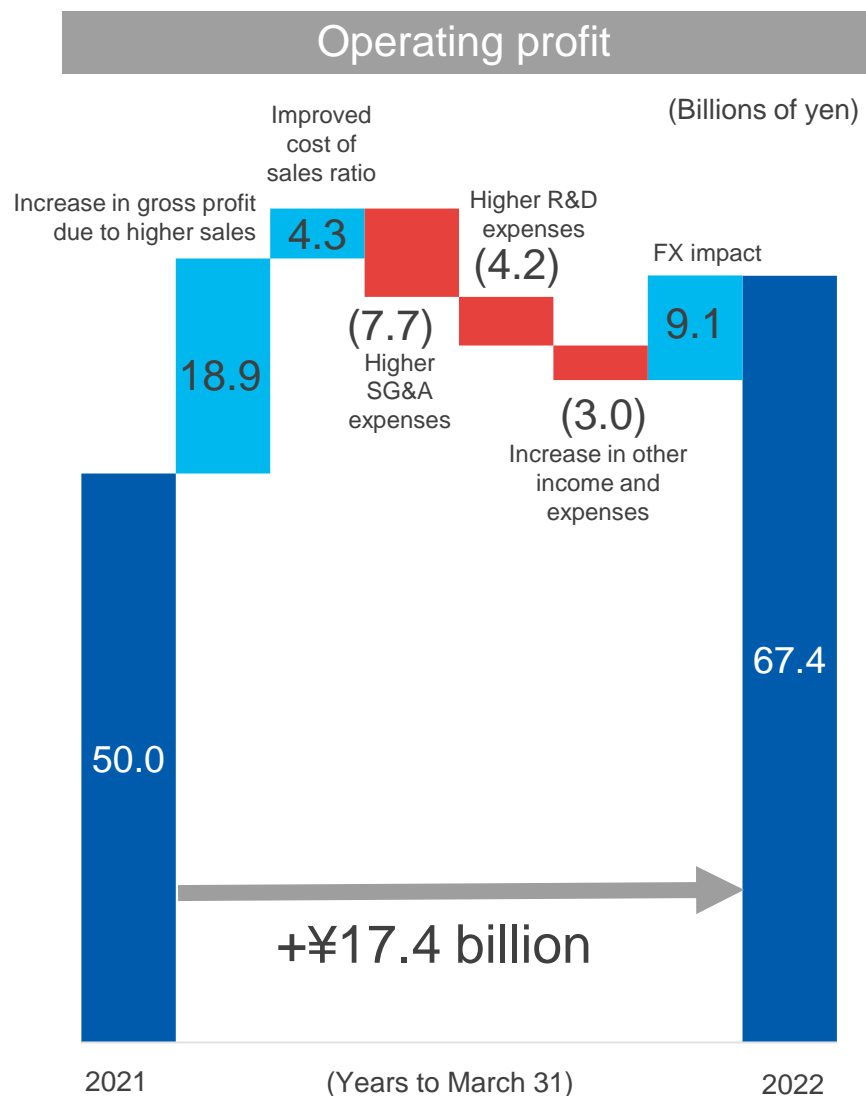
### ● 18 units have been installed since the start of sales\*

\*Contract details differ, depending on the sales scheme and the amount and timing to book as sales are different, so the number of units installed does not align with sales results.



# Breakdown of Operating Profit

Note: Figures and comments below exclude the impact of exchange rates.



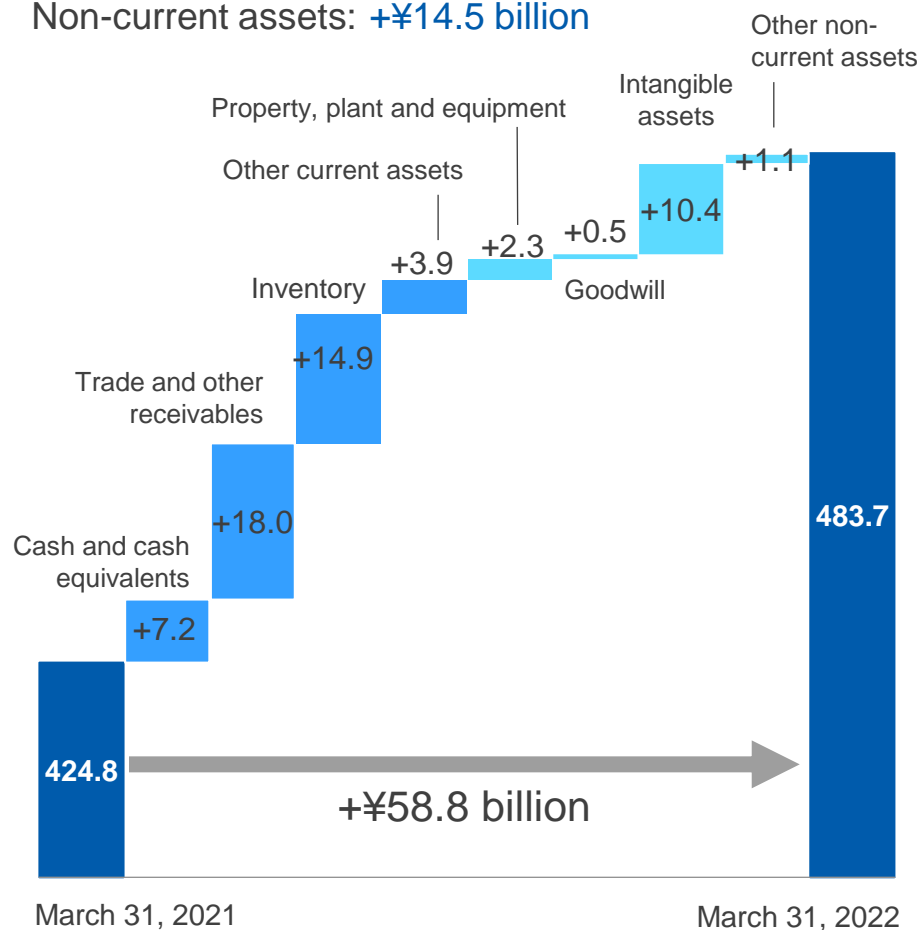
- Increase in gross profit due to higher sales: ¥18.90 billion
  - Impact of improvement in the cost of sales ratio: ¥4.39 billion (1.3pt improvement)
    - Despite negative factors such as the impact of sharply higher shipping costs, the ratio improved thanks to an increase in the proportion of reagent.
  - Increase in SG&A expenses: ¥7.76 billion
    - Expenses rose due to the recommencement of sales and service activities in each area, as well as to reinforcement of the direct sales structure.
    - Increase in expenses related to digitalization and the medical robotics business
  - Increase in R&D expenses: ¥4.26 billion
    - Rise due to ongoing investment in product development and expenses related to regulatory affairs
  - Increase in other expenses: ¥3.04 billion
    - Temporary expenses related to a fire at an outsourced storage facility
    - Impairment loss on intangible assets
- 
- FX impact: ¥9.18 billion positive impact

# Breakdown of Assets and Liabilities/Equity

## Assets

Current assets: **+¥44.2 billion**  
 Non-current assets: **+¥14.5 billion**

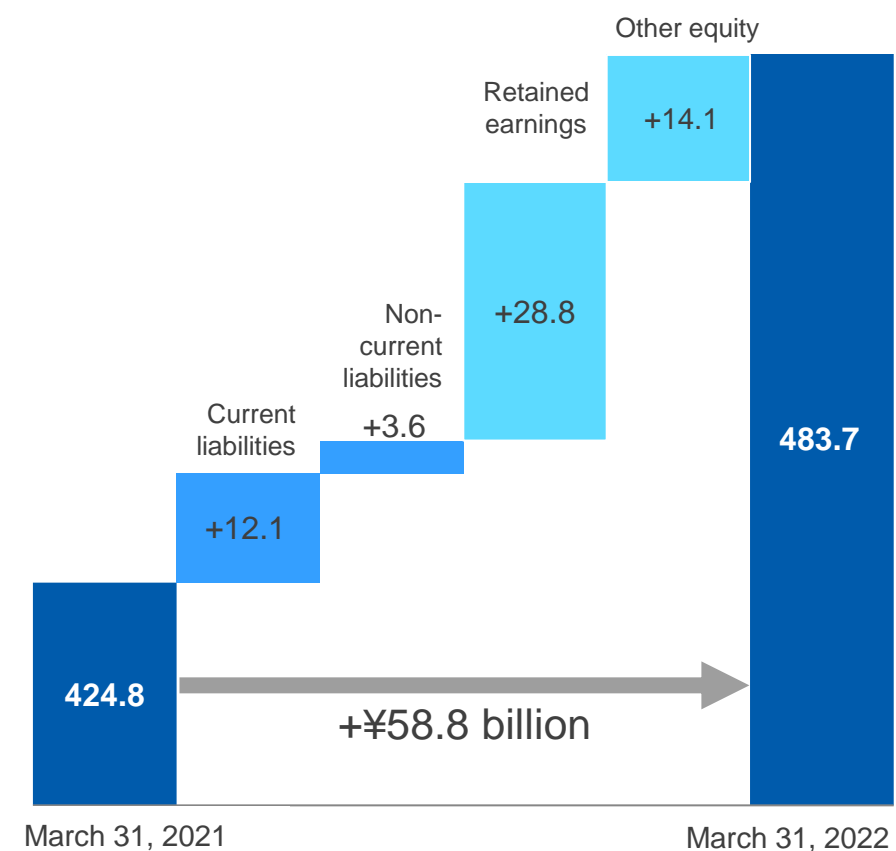
(Billions of yen)



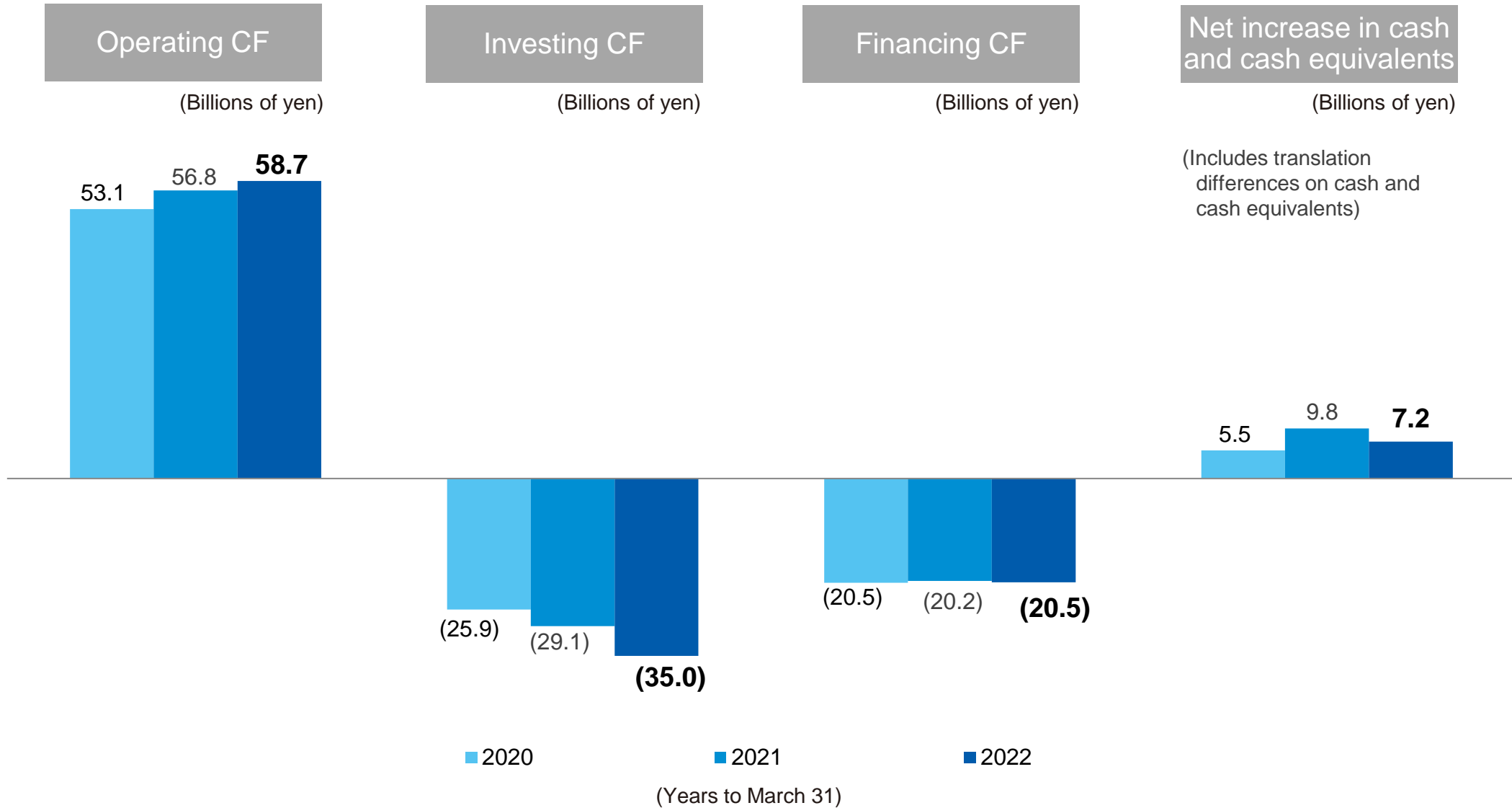
## Liabilities/Equity

Liabilities: **+¥15.8 billion**  
 Equity: **+¥42.9 billion**

(Billions of yen)



# Consolidated Cash Flows



# Topics (April 2021 to April 2022)

## Diagnosics business

- TARC assay kit approved for an additional indication as an auxiliary assessment of COVID-19 aggravation risk (Japan: June)
- Obtained regulatory approval for locally manufactured instruments in urinalysis field (knockdown production method) (China: December)
- Filed for manufacturing and marketing approval for an assay kit that assists in identification of amyloid beta accumulation in the brain (Japan: December)
- **Formed capital and business tie-up with KAINOS Laboratories to drive growth in the immunochemistry field (Japan: February)**
- **Established subsidiary in Saudi Arabia to expand business in growing market (EMEA: February)**
- **Launched 18 immunochemistry reagent parameters (such as tumor markers) (China: December, March)**  
**Note: Introduced a total of 37 parameters**
- **Established a new R&D base in Singapore (RDCAP) (AP: April 2022)**

## Medical robotics business

- Completed application to expand regulatory approval for robotic assisted surgery system to gynecology and gastroenterology (Japan: October)

## Sustainability management

- Selected for inclusion in the Dow Jones Sustainability World Index for the sixth consecutive year (November)
- With Yamato Transport, commenced dry ice-free transportation of reagents for gene testing at the ultralow temperature range of minus 70 degrees Celsius (Japan: December)
- **Transferred listing to the Prime Market (Japan: April 2022)**



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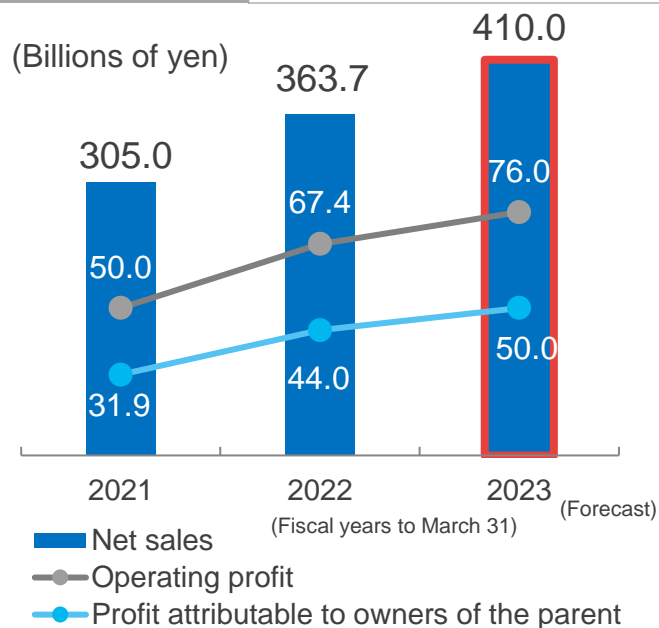
## Financial Forecast for the Fiscal Year Ending March 31, 2023

# Consolidated Earnings Forecast



(Billions of yen)	Fiscal year ending March 31, 2023		Fiscal year ended March 31, 2022		YoY increase
	Forecast	Ratio	Results	Ratio	
Net sales	<b>410.0</b>	<b>100.0%</b>	363.7	100.0%	<b>+12.7%</b>
SG&A expenses	<b>113.0</b>	<b>27.6%</b>	94.2	25.9%	<b>+19.9%</b>
R&D expenses	<b>33.5</b>	<b>8.2%</b>	26.7	7.4%	<b>+25.1%</b>
Operating profit	<b>76.0</b>	<b>18.5%</b>	67.4	18.5%	<b>+12.7%</b>
Profit attributable to owners of the parent	<b>50.0</b>	<b>12.2%</b>	44.0	12.1%	<b>+13.4%</b>

Planned investment	Capital expenditure: <b>¥41.8 billion</b>	Depreciation and amortization: <b>¥32.5 billion</b>
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## Assumed Exchange Rates

	Assumed exchange rates for full year	Previous year (fiscal year ended March 31, 2022)
1 USD	¥120.0	¥112.4
1 EUR	¥130.0	¥130.6
1 CNY	¥18.0	¥17.5

## Exchange Rate Sensitivity

	Net sales (year)	Operating profit (year)
USD	¥0.78 billion	¥0.17 billion
EUR	¥0.56 billion	¥0.16 billion
CNY	¥5.79 billion	¥4.04 billion

## Net sales

- ✓ Ongoing double-digit growth, with sales in the Americas, EMEA and China of around ¥100 billion each
- ✓ Launch of the XR-Series and transport system (Japan, EMEA, AP)
- ✓ Growth in the urinalysis business in North America
- ✓ Growth due to direct sales in Saudi Arabia and an enhanced sales structure in Brazil
- ✓ Growth due to recovery of instrument sales in China and expansion of immunochemistry reagent parameters
- ✓ Accelerated introduction of hinotori™, planned to install 45 units (Japan)

## Operating profit

- ✓ Despite the restart of activity that had been constrained by COVID-19 and aggressive ongoing investment\*, double-digit profit growth due to higher gross profit and reduced cost of sales

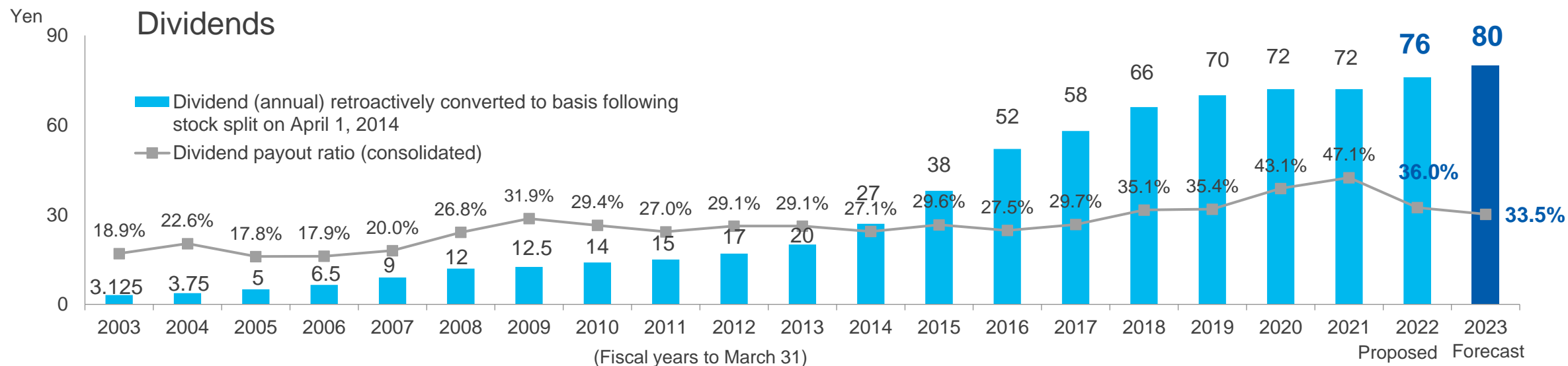
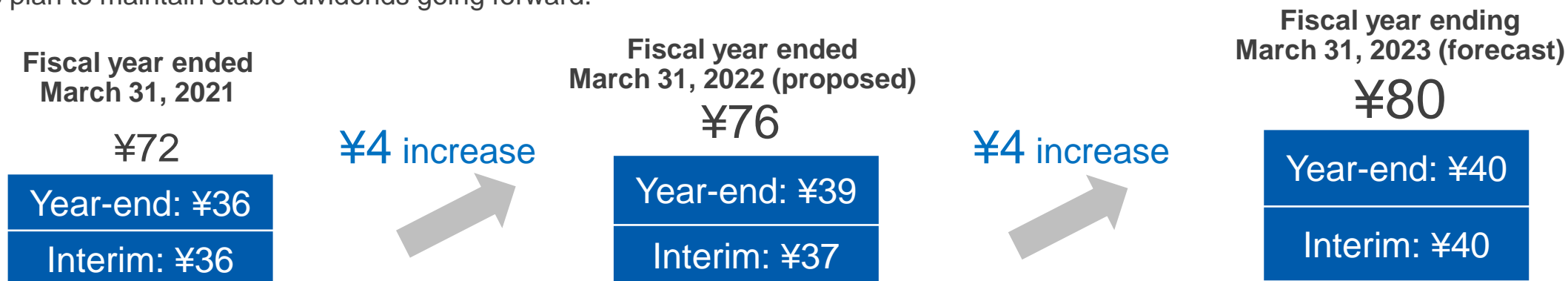
\*Investment in R&D, global regulatory application activities and digitalization

## Assumptions for the external environment

- ✓ Growing demand for testing, ongoing investment in healthcare infrastructure
- ✓ Ongoing yen depreciation
- ✓ Downward trending demand for COVID-19 testing
- ✓ Sharply higher raw materials prices
- ✓ Direct impact of emerging geopolitical risk expected to remain slight

# Annual Dividend Forecast

- For the fiscal year ended March 31, 2022, we propose dividends for the year of **¥76**, up **¥4** year on year and **up ¥2** from our previous forecast.
- For the fiscal year ending March 31, 2023, we forecast dividends for the year of **¥80**, up **¥4** year on year.
- We plan to maintain stable dividends going forward.



\*We expect to put the year-end dividend increase for the fiscal year ended March 31, 2022 on the agenda at the general meeting of shareholders

## New Initiatives Targeting Medium- to Long-Term Growth

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- Market development in emerging countries, where substantial growth is anticipated over the medium to long term
  - ✓ Introduce products tailored to market needs, enhance sales, services and manufacturing
- Astrego: Initiatives involving antimicrobial susceptibility testing and restraining drug-resistant bacteria
  - ✓ Acquired additional shares in Astrego, making it a wholly owned subsidiary (May 2, 2022)
  - ✓ Completed a self-declaration and CE-marking in March 2022, test marketing in Europe in the year to March 31, 2023
- Initiatives for diagnosing Alzheimer's disease
  - ✓ Efforts underway for an early rollout of laboratory developed testing (LDT) in the United States
  - ✓ Expect to receive manufacturing and marketing approval in Japan in the year to March 31, 2023
- Global rollout of the medical robotics business
  - ✓ Efforts underway toward an early rollout overseas (United States, Europe, AP)
- Promotion of sustainability management
  - ✓ Formulate new long-term management strategy targeting sustainability management (to be announced in May 2023)

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(Appendix)

# Impact of the Change in Accounting Policy (Fiscal Year Ended March 31, 2021)



Owing to the change in accounting policy, rather than recording configuration and customization costs under cloud computing contracts as “other non-current assets,” they are now being posted to “SG&A expenses” upon receipt of services. This change has been retroactively applied to the fiscal year ended March 31, 2021.

(Billions of yen)	Fiscal year ended March 31, 2021 (before retroactive adjustment)		Fiscal year ended March 31, 2021 (retroactively adjusted)	
		Ratio		Ratio
Net sales	305.0	100%	305.0	100%
Cost of sales	150.7	49.4%	150.7	49.4%
SG&A expenses	80.8	26.5%	82.6	27.1%
R&D expenses	22.5	7.4%	22.5	7.4%
Other income (expenses)	0.8	0.3%	0.8	0.3%
Operating profit	51.7	17.0%	50.0	16.4%
Profit attributable to owners of the parent	33.1	10.9%	31.9	10.5%

# Quarterly Business Results (Fiscal Year Ended March 31, 2022)



Instruments made up a higher percentage of sales, causing the cost of sales ratio to worsen. However, higher net sales pushed up gross profit, leading to rise in operating profit in Q4.

	Q1 (Apr.–Jun.)			Q2 (Jul.–Sep.)			Q3 (Oct.–Dec.)			Q4 (Jan.–Mar.)		
	Ratio	YoY Previous period = 100%		Ratio	YoY Previous period = 100%		Ratio	YoY Previous period = 100%		Ratio	YoY Previous period = 100%	
Net sales	79.3	100%	131.2%	89.3	100.0%	124.9%	90.1	100.0%	113.0%	104.8	100.0%	112.5%
Cost of sales	37.4	47.2%	125.4%	41.4	46.4%	118.8%	42.5	47.2%	110.8%	51.6	49.3%	108.7%
SG&A expenses	21.5	27.1%	113.6%	22.5	25.2%	117.8%	23.1	25.7%	115.2%	26.9	25.7%	110.5% [115.9%]
R&D expenses	5.4	6.9%	111.8%	6.1	6.8%	126.5%	6.7	7.4%	121.4%	8.4	8.1%	116.9%
Other income (expenses)	0.1	0.2%	92.4%	(0.5)	(0.7)%	-	(1.5)	(1.7)%	-	(0.2)	(0.2)%	-
Operating profit	15.0	19.0%	216.3%	18.6	20.9%	143.0%	16.1	17.9%	101.6%	17.5	16.7%	124.4% [115.1%]
Profit attributable to owners of the parent	9.9	12.6%	222.7%	12.2	13.7%	150.0%	10.6	11.8%	100.2%	11.1	10.7%	129.9%

Note: Figures enclosed in [] indicate the rate of growth excluding the impact of the change in accounting method.

# Results by Geographic Region (Sales and Operating Profit)



(Billions of yen)

		Fiscal year ended March 31, 2022	Fiscal year ended March 31, 2021	YoY (Previous period = 100%)	
				Yen	Local currency
Americas	Sales to external customers	78.9	61.5	128.4%	120.8%
	Operating profit	4.6	2.5	184.1%	171.6%
EMEA	Sales to external customers	102.4	82.8	123.6%	117.3%
	Operating profit	12.3	10.0	122.1%	116.1%
China	Sales to external customers	93.2	83.7	111.4%	99.9%
	Operating profit	11.5	5.0	228.4%	206.0%
AP	Sales to external customers	29.3	24.3	120.8%	-
	Operating profit	2.1	2.1	102.0%	-
Japan*	Sales to external customers	59.7	52.6	113.4%	-
	Operating profit	38.2	28.6	133.5%	-

\*Includes sales to IDEXX and other external customers



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